

Stimulus Opportunities  
Business Roundtables

The Following Presentation was

Conducted by:

Department of Homeland

Security

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Department of Homeland Security

Office of Small and Disadvantaged  
Business Utilization

OSDBU

Ilene Waggoner

Small Business Advocate

## Three Major Types of Business Opportunities at Homeland Security

- Contract and Subcontracts
- Research and Development
- Grants to State and Local Governments

## Homeland Security Small Business Considerations

- 8(a)
- HUBZone
- Service Disabled Veteran Owned Small Business
- Traditional Small Business Set-Asides
- Various MACS, DWACS (GSA Federal Supply Schedule, etc.)
- Small Business Teams or Joint Ventures
- Full and Open Competition (Subcontracting, Mentor-Protégé Program, etc.)

## Homeland Security Mentor-Protégé Program

- Consider participating in the Homeland Security

## Mentor-Protégé Program

- Details and application format available on the

## Open for Business Website

- For assistance, contact Angela Williams at (202) 447-5280

- Learn About the 8 Major Buying Activities at Homeland Security
- Learn what they buy
- Help them solve their problems

Homework

Customs and Border Protection

[www.cbp.gov/](http://www.cbp.gov/)

Clarence AbernathySB Specialist

Federal Law Enforcement Training  
Center (FLETC)

[www.fletc.gov](http://www.fletc.gov)

Tim StrongSB Specialist

Immigration & Customs Enforcement  
(ICE)

[www.ice.gov/graphics/index.htm](http://www.ice.gov/graphics/index.htm)

Tamika Gray  
SB Specialist



Citizenship Immigration Service (CIS)

[uscis.gov/graphics/index.htm](http://uscis.gov/graphics/index.htm)

Richard March

SB Speciaist

Transportation Security Administration  
(TSA)

[www.tsa.gov/public/](http://www.tsa.gov/public/)

Robert Boone  
SB Specialist

Federal Emergency Management  
Administration (FEMA)

[www.fema.gov/](http://www.fema.gov/)  
Demetria Carter  
SB Specialist

U. S. Secret Service

[www.secretservice.gov/index.shtml](http://www.secretservice.gov/index.shtml)

Jeannie Coratolo

SB Specialist

Coast Guard

[www.uscg.mil/USCG.shtm](http://www.uscg.mil/USCG.shtm)

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## Strategic Positioning

- Marketing tips from small businesses that have been successful in the Federal marketplace:
  - Review all background information
  - Understand the difference between use of pre-existing contract vehicles and open market buying and position your firm accordingly
  - Participate in small business outreach/networking activities
  - Consider prime contract, subcontracts, and teaming

## EAGLE and FirstSource

- DHS IT Department-wide contract for support services – EAGLE (Enterprise Acquisition Gateway for Leading Edge solutions) and for commodity products -(FirstSource)
- The procurement is being conducted by the Information Technology Acquisition Center (ITAC) in cooperation with the CIO and Component IT and procurement communities.
- More information on EAGLE and FirstSource can be found at: [www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness))



SmallBusiness Prime Contracting  
Preliminary Accomplishments –FY 2008

Category

Goal (%)

Accomplishment

(\$)

Accomplishment

(%)

Total Procurement Dollars

N/A

\$13,905,538,042

N/A

SB Prime Contracts

31.9%

\$4,524,001,365

32.53%

8(a) Contracts

4.0%

\$838,369,605

6.03%

SDB Prime Contracts [other than 8(a)]

4.0%

\$1,006,019,811

7.23%

SDB Prime Contracts [overall; including 8(a)  
contracts]

8.0%

\$1,844,389,417

13.26%

HUBZone SB Prime Contracts

3.0%

\$424,655,973

3.05%

SDVOSB Prime Contracts

3.0%

\$264,303,028

1.90%

VOSB Prime Contracts

N/A

\$660,369,837

4.75%

WOSB Prime Contracts

5.0%

\$921,484,775

6.63%

## DHS Vendor Outreach Sessions

- Held in Washington, DC
- 15 Minute Appointments/SB Specialists
- Prime Vendors
- IT Program Managers (Once a year)

## Helpful Websites

### FEDBIZ Opps

[www.fedbizopps.gov](http://www.fedbizopps.gov)

### SUBNET

[web.sba.gov/subnet](http://web.sba.gov/subnet)

### Federal Acquisition Regulations (FAR)

[www.arnet.gov](http://www.arnet.gov)

### Ready.gov

[www.ready.gov](http://www.ready.gov)

### Outreach Activities OSDBU Council

[www.osdbu.gov](http://www.osdbu.gov)

### Forecast

[www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)

### Research & Development

[www.hsarpabaa.com](http://www.hsarpabaa.com)

[www.hsarpasbir.com](http://www.hsarpasbir.com)

### Grants

[www.dhs.gov/openforbusiness](http://www.dhs.gov/openforbusiness)

### Federal Procurement Data System

[www.fpds.gov](http://www.fpds.gov)

# Federal Acquisition Regulations

[www.arinet.gov/far](http://www.arinet.gov/far)